

Message Text

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PAGE 01 CAIRO 01967 131750Z

21

ACTION PM-04

INFO OCT-01 NEA-10 ISO-00 CIAE-00 H-02 INR-07 L-03 NSAE-00

NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 OMB-01 AID-05

TRSE-00 EB-07 COME-00 /070 W
----- 076269

R 131450Z FEB 76

FM AMEMBASSY CAIRO

TO SECSTATE WASHDC 080

INFO DOD ISA

C O N F I D E N T I A L CAIRO 1967

EO 11652: GDS-31 DEC 82

TAGS: MILI-EG

SUBJECT: POTENTIAL SALE OF NORTH AMERICAN ROCKWELL T/2C TRAINER TO
EGYPT

1. ON 12 FEB 76 AIRA WAS CALLED ON BY MR. RICHARD DOWDEN, MANAGER FOR INTERNATIONAL MARKETING FOR THE COLUMBUS AIRCRAFT DIVISION OF ROCKWELL INTERNATIONAL. MR. DOWDEN EXPLAINED HE WAS IN CAIRO AT THE REQUEST OF HIS MANAGEMENT AND HOPED TO DETERMINE MORE CLEARLY REQUIREMENTS WHICH THE EGYPTIAN AIR FORCE MAY HAVE FOR THE T/2C TRAINER. ACCORDING TO MR. DOWDEN, MR. ROCKWELL AND MR. ANDERSON REPRESENTING TOP MANAGEMENT OF ROCKWELL INTERNATIONAL, VISITED CAIRO IN LATE 1975 PRINCIPALLY ON OTHER BUSINESS. AT THAT TIME IN DISCUSSIONS WITH ASHRAF MARWAN THE POSSIBILITY OF SALE OF THE T/2C AIRCRAFT WAS DISCUSSED.

2. SUBSEQUENT TO THOSE DISCUSSIONS IN CAIRO THE ASSISTANT EGYPTIAN MILITARY AIR AND NAVAL ATTACHE, BRIGADIER ASSAM, CONTACTED MR. DOWDEN WITH A REQUEST FOR A QUOTATION OF AN ARBITRARY NUMBER OF 50 AIRPLANES. ROCKWELL, ACCORDING TO MR. DOWDEN, REPLIED WITH A LETTER WHICH ALLEGEDLY BEGINS WITH A CAVEAT TO THE EFFECT THAT SALES COULD ONLY BE PURSUED THROUGH THE FOREIGN MILITARY SALES PROGRAM AND AS SUCH WERE SUBJECT TO THE APPROVAL OF THE DEPARTMENT OF DEFENSE AND THE DEPARTMENT OF STATE.

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THE LETTER WENT ON TO EXPLAIN THAT THE PRICING PROVIDED WAS AN

ESTIMATE ONLY, BASED ON ROCKWELL'S EXPERIENCE BUT DID NOT REPRESENT A QUOTATION OR AN OFFER TO SELL. ROCKWELL FURTHER STIPULATED A REQUEST FOR A LETTER OF OFFER WOULD HAVE TO BE PROCESSED THROUGH THE APPROPRIATE U.S. GOVERNMENT CHANNELS.

3. MR. DOWDEN'S VISIT TO CAIRO IS EVIDENTLY TO DEVELOP BETTER INFORMATION ON REQUIREMENTS AND ALSO TO ASSESS HIS COMPETITION. HE HOPES TO HAVE SOME DISCUSSIONS WITH PROCUREMENT PERSONNEL IN THE NEXT FEW DAYS AND HAS AGREED TO DEBRIEF PRIOR TO HIS DEPARTURE.

4. FROM DISCUSSIONS WITH AIRA IT IS CLEAR THAT MR. DOWDEN IS VERY AWARE OF THE SENSITIVITY OF WHAT HE IS DOING, BUT AT THE SAME TIME FEELS AN OBLIGATION TO BE RESPONSIVE BOTH TO THE REQUEST FROM HIS MANAGEMENT AND THE REQUEST FROM GOE INITIATED THROUGH THE MILITARY ATTACHE OFFICE IN WASHINGTON.
EILTS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 13 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: RowellE0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Executive Order: GS
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Review Event:
Review Exemptions: n/a
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Review Markings:

Margaret P. Grafeld
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EO Systematic Review
04 MAY 2006

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Status: NATIVE
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